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May 08 1997 8:00am
Secretary of State

PROFIT
CORPORATION
ANNUAL REPORT
1997



FLORIDA DEPARTMENT OF STATE
Sandra B. Mortham
Secretary of State
DIVISION OF CORPORATIONS

DOCUMENT # 825022 (7)

1. Corporation Name

The Variable Annuity Marketing Company

Principal Place of Business

Mailing Address

2929 Allen Parkway
Houston, Texas 77019

P.O. Box 3206
Houston, Texas 77253-3206

3. Date Incorporated or Qualified
09/02/1970

3a. Date of Last Report
05/01/1996

2. Principal Place of Business

2a. Mailing Address

21

26

State, Apt. #, etc.

State, Apt. #, etc.

22

27

City & State

City & State

23

28

Zip

Country

Zip

Country

24

25

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30

9. Name and Address of Current Registered Agent

10. Name and Address of New Registered Agent

CT Corporation
1200 South Pine Island Road
Plantation FL 33324

81 Name

82 Street Address (P.O. Box Number is Not Acceptable)

83

84 City

FL

85 Zip Code

11. Pursuant to the provisions of Sections 607.0502 and 607.1508, Florida Statutes, the above-named corporation submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida. Such change was authorized by the corporation's board of directors. I hereby accept the appointment as registered agent. I am familiar with, and accept the obligations of, Section 607.0505, Florida Statutes.

SIGNATURE

Signature typed or printed name of registered agent as applicable.

(NOTE: Registered Agent signature required when reinstating)

DATE

12 OFFICERS AND DIRECTORS

13 ADDITIONS/CHANGES TO OFFICERS AND DIRECTORS IN 12

TITLE President/Director

Osborne, Joe C.

DELETE

NAME

STREET ADDRESS

2929 Allen Parkway

CITY-STATE-ZIP

Houston, TX 77019

TITLE Treasurer

Bates, Jane E.

DELETE

NAME

STREET ADDRESS

2929 Allen Parkway

CITY-STATE-ZIP

Houston, TX 77019

TITLE Secretary/Treasurer/Director

Toles, Cynthia A.

DELETE

NAME

STREET ADDRESS

2929 Allen Parkway

CITY-STATE-ZIP

Houston, TX 77019

TITLE Director

Bickel, Stephen D.

DELETE

NAME

STREET ADDRESS

2929 Allen Parkway

CITY-STATE-ZIP

Houston, TX 77019

TITLE Vice President

Kopke, Ronald E.

DELETE

NAME

STREET ADDRESS

10006 N. Dale Mabry Hwy., Ste. 113

CITY-STATE-ZIP

Tampa, FL 33618

1.1 TITLE

1.2 NAME

1.3 STREET ADDRESS

1.4 CITY-STATE-ZIP

2.1 TITLE

2.2 NAME

2.3 STREET ADDRESS

2.4 CITY-STATE-ZIP

3.1 TITLE

3.2 NAME

3.3 STREET ADDRESS

3.4 CITY-STATE-ZIP

4.1 TITLE

4.2 NAME

4.3 STREET ADDRESS

4.4 CITY-STATE-ZIP

5.1 TITLE

5.2 NAME

5.3 STREET ADDRESS

5.4 CITY-STATE-ZIP

6.1 TITLE

6.2 NAME

6.3 STREET ADDRESS

6.4 CITY-STATE-ZIP

600002184926
-05/20/97--01044--041
***165.00

14. I do hereby certify that the information supplied with this filing does not qualify for the exemption stated in Section 119.07(3)(i), Florida Statutes. I further certify that the information indicated on this annual report or supplemental annual report is true and accurate and that my signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes; and that my name appears in Block 12 or Block 13 if changed, or on an attachment with an address.

SIGNATURE:

James E. Bates
SIGNATURE AND TYPED OR PRINTED NAME OF SIGNING OFFICER OR DIRECTOR

04/29/97
Date

(713) 831-5435
Daytime Phone #

CR2E034 (9/96)